



DMCAR PRESENTS
**HEAVY
HITTERS**
In Commercial Real Estate

APPLICATION CHECKLIST

REQUIRED:

- Complete Online Application for Production Awards, Deals of the Year and/or Project of the Year**
 - E-Certified by Managing Broker for each office of employment in 2022 for production awards.
- Complete Official 2023 Tally Sheet for Production Awards**
- Include Payment Information**
 - Application fee of \$120 (If submitting a Production application you do not have to pay additional fee for a Retail/Industrial/Office Deal of the Year)
 - Recognition plaque fee of \$80 (optional; top finisher plaques are awarded by DMCAR)
 - Attend the Awards Presentation Event on March 16, 2023 from 4-6:30 p.m.; registration \$75 (optional)
- Complete Top Landlord Nomination**
 - Required for Retail, Office and Industrial Production competitors.

SUBMIT BY WEDNESDAY, JANUARY 11, 2023 AT 5:00 PM

Questions? Please contact Ellen Stark at HeavyHitters@dmcar.com

RULES & ELIGIBILITY

I. ELIGIBILITY & DEFINITIONS

Eligible competitors are members of the Denver Metro Commercial Association of REALTORS® (DMCAR) or the Denver Metro Commercial Association of Brokers (DMCAB), licensed in the State of Colorado, actively practicing brokerage of commercial real estate.

- **Membership** - Competitors must be a current member of DMCAR or DMCAB. Applications for membership must be submitted before the Heavy Hitter application deadline.
- **Minimum Production** - The **minimum production required to compete is \$2 million** (Young Brokers and Deal of the Year are not subject to this minimum) and is calculated using a competitor's participation percentage volume figure.
- **Eligible transactions** - Transactions presented on the official Tally Sheet must have been **closed between January 1, 2022 and December 31, 2022.**
- **E-Certification** - Applications must be e-certified (e-signed) by the Managing Broker. When a broker has worked for more than one office in a year, each Managing Broker must certify sales made while in that office.
- **Individual & Team Awards** - The Production competition is an individual awards program. *Teams are acknowledged as ties.* For Deal of the Year, teams can apply but all brokers on the team must be DMCAR or DMCAB members. For Project of the Year, the application must be submitted by a team member with a membership with DMCAR or DMCAB.
- **Young Broker** - Young Broker competitors are those who have been licensed and practicing real estate sales for less than three years prior to December 31, 2022.
- **Small Shops** - To qualify for the Small Shop competition, a competitor's brokerage firm must include five or fewer brokers.



- **Landlords and Owners** - Landlords and owners are recognized through the Top Landlord nomination process and are not eligible to participate in the production awards categories.
- **Deadline** - All applications must be submitted through the DMCAR website - [Heavy Hitter online application forms](#), on or before **Wednesday, January 11, 2023 at 5:00 p.m.**

II. OFFICIAL RULES

- **Category Selection** - Competitors must compete in the category that holds the majority of their production. Thus, if 51% of the competitor's production, by dollar volume, is in Investment and 30% in Retail and 19% in Land, then the competitor must compete in the Investment category.
- **Multiple Category Competition** - If a competitor would like to compete in more than one category, a separate competition application and official Tally Sheet submittal is required for each category. Each submittal will require a competitor to include the competitor's production for the desired competition category and no production is included in more than one submittal. Thus, if 51% of the competitor's production is in Investment, 30% in Retail and 19% in Land, then they must submit the 51% of production in Investment, 30% in Retail and include the 19% of Land production in either submittal.
- **Official Tally Sheet** - Production presented must be submitted on the official Heavy Hitter Tally Sheet (available for download on the [Heavy Hitter event page](#)). Lease and sales transactions and out of state lease and sales transactions should be separated using the designated tabs.
- **Transaction Descriptors** - Each transaction presented on the official Tally Sheet must be labeled with the most appropriate industry area: Retail, Office, Industrial, Multifamily, Investment or Land. This can be noted in the second column on the Tally Sheet.
- **Office Production** - Production should be based on full service gross lease, even if it is a net lease. Tenant improvement is not eligible for inclusion and free rent periods do not count.
- **Industrial Production** - Production is based on net lease and can include industrial sales.
- **Retail Production** - Production is based on net lease.
- **Transaction Sides** - Participation, other than referral, in a closed transaction of a commercial sale or lease of a unique address should be counted without regard to sides.

For example: if Mike lists and sells a property, it is counted as one transaction. If Mike lists a property and Mary sells the property, each of them can count it as one transaction.

- **100% Transactions** - If a competitor presents a transaction with 100% deal ownership, a transaction explanation must be included or the production may be removed by the Heavy Hitter Application Review Panel.
- **Out-Of-State Transactions** - The presumption for out-of-state and international transactions is a 50% co-op. If a broker would like to claim greater than 50%, this must be backed up by additional information to be considered by the review panel. All out of state transactions must be document on the Out of State Sales and Lease tabs on the official Tally Sheet.
- **Land Transactions** - Land transactions are for undeveloped land only. The purchase of a property with a building to be torn down and developed for another purpose do not count toward land transactions.



- **List And Sell Transactions** – Competitors who both list and sell a property can take credit for the gross sale.

For example: a salesperson who lists and sells a \$150,000 property earns \$150,000 in production.

- **Lease Transactions** – If a competitor leases a property as a tenant agent and the property has an in-house or landlord agent, the volume should be shown as split. Additionally, if the competitor had a partner who participated in the transaction, the volume is split again, the same way the income was split.
- **Team Production** – Competitors who belong to a team and who are paid on a transaction can only account for their respective portion of each transaction on their official Tally Sheet. If a competitor’s team includes a salaried market-facing broker who participated in a transaction, a maximum of 75% of the transaction completed under this team structure can be included on the official Tally Sheet.

- **Co-Listings** – If two brokers co-list a property, the volume is split proportionally or 50/50. The portion of volume a competitor received commission on is the same proportion they will present as their sales production volume.

For example: Joe and Mary co-list a property at \$1 million. Mike sells the property. Joe and Mary each take 25% of the volume. Mike takes 50%. Commission splits are sales volume splits, i.e. Joe - \$250,000; Mary - \$250,000; Mike - \$500,000 volume.

- **Rule Disputes** – The Heavy Hitters Application Review Panel will make the final decision on disputes concerning Rule interpretations. The submitting broker or the broker’s assistant must be available for contact via phone during the **Heavy Hitter Application Review Panel meeting on January 19, 2023 from 11:30 a.m. – 2:00 p.m.** Finalists are determined during this session and no additional fact-finding is permitted as follow-up.

III. RECOGNITION

Event Day & Media Recognition - Only the production total for the top (#1) finisher will be published; the remaining nine runner-up finalists will be published by rank only.

IV. AWARDS

Award categories are as follows:

Heavy Hitter Awards:

- Top 10 Office Producers
- Top 10 Industrial Producers
- Top 10 Retail Producers
- Top 10 Investment Producers
- Top 10 Land Producers
- Top 10 Multi Family Producers
- Top 10 Young Brokers of Denver
- Top 10 Small Shops (Includes categories for broker offices with 5 or less.)
- Retail Deal of the Year ***New for 2023**
- Industrial Deal of the Year ***New for 2023**
- Office Deal of the Year ***New for 2023**
- Project of the Year ***New for 2023**

Nomination Awards:

- Top Retail Landlord
- Top Office Landlord
- Top Industrial Landlord